

July 9, 2012

Hi (b)(6)

It was a pleasure talking with you and thank you for giving us the opportunity to bid on fabricating a walk-around mascot costume of the Green Reaper character for the National Security Technologies Energy Program.

As an introduction, the following is a brief explanation of how we construct our costumes and what materials would be used in the fabrication of the Green Reaper.

As a full service company, we cater to your costume needs by offering a ship and store program as well as an ongoing refurbishment and cleaning service.

In the following pages I have outlined some of our construction methods and material descriptions plus pricing for your alligator character.

The costume would be lightweight and easily washable and repairable. The upper body pod would be constructed in $\frac{3}{4}$ " lightweight foam sandwiched between durable polyester micromesh and can be washed in hot or cold water. This construction method allows the costume to breathe, filtering the heat away from the body.

The costume head would be extremely lightweight. Our finished heads are vacuum formed in ABS plastic for durability. The material will not lose its shape and it is lightweight as foam.

It would be covered in a soft plush or stretch fleece fabric or painted with durable lacquer paint depending on your requests. We will ventilate the entire head to keep it lighter and cooler. It will have a built-in skateboard helmet with removable padding or a lighter weight headgear that is also adjustable to any size head with a washable neoprene.

Shoes are sculpted in lightweight foam with removable Velcro covers for cleaning. They are padded with foam to hug the foot for support and elastic straps for extra support. This design allows for "one size fits all" accommodating almost any size foot.

We will work with you through the complete design process sending you digital photos to approve every phase of construction from the sculpting of the head to the body pod shape and most importantly, the complete figure finishing.

We require six weeks to fabricate the costume with approvals and would start production upon receiving a 50% deposit with the remainder due prior to shipping the costume. Once we receive the deposit we can start the process of sculpting the head.

The price is \$4,900.00 (original sculpting, molds and patterns) plus tax and shipping. There will be no tax if the costume is shipped out of the state. The costume will include a battery

operated fan to keep the performer cool and comfortable. Additional duplicate costumes would be \$4,000.00 each plus tax and shipping.

We offer a fiber shipping and storage case with straps and handles for approximately \$475.00 and a custom carrying canvas bag with straps and zipper for transporting the costume short distances for \$195.00.

I look forward to working with you and know that you will be completely satisfied with the finished product. The costume will then reflect your final original character design in appearance and will help to benefit your marketing and promotional goals.

Please contact me if you require any additional information.

Sincerely,

David Janzow, President
Shafton Inc.
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North Hollywood, CA 91605

(b)(6)

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Estimate

(b)(4)

Name / Address	Date	Estimate #
National Security Technologies, LLC Mike Fletcher	7/17/2012	1521

(b)(6)

Project
Bid "Green Reaper"

Description	Total
Made to order: 1 "Green Reaper" costume to design to include: L200 and 90 ppi soft foam construction covered in Kelly green fabric, white "Daisy" applique with green and blue Earth at the center trimmed in Kelly green, white four fingered character hands made of 90 ppi soft foam and covered in white Spandex, Kelly green "Peter Pan" style shoes, Kelly green leggings and under shirt with stirrups and thumb pull, two relatively inconspicuous cooling fans with venting at the head of the costume, white mesh eye holes, constructed to accommodate an actor 5'6" to 5'10" tall - labor and all materials included. Costume must be delivered by September 15th, 2012.	(b)(4)

(b)(4) will require a 50% deposit to begin construction, the balance is due upon completion/delivery.

This estimate must be signed by someone authorized to do so.

Progress photos sent via e-mail will be sent for approval as construction progresses. If a reply to those progress photos is not received within 48 hours of receipt, the project will move to a time and materials not to exceed basis.

The costume will be constructed first quality, be completely washable, and include a sturdy box for shipment. This box, made of 1/4" corrugated will be able to withstand at least 10 shipments. If an actual ATA flight case is required that will be at an additional charge. A fair estimate of the cost for the ATA flight case is \$900.00 USD, but this is only an estimate. We do not recommend purchasing an ATA flight case as the customer will end up paying to ship the case and not the costume - the case weighs far more than the costume. Even if after 10 shipments the box needs to be replaced, that would be far less expensive than purchasing the ATA flight case. Just what they would have saved in shipping costs would offset by several times the cost of replacing the box. The actual shipping costs are unknown at this time but the cost for that shipping is paid by the customer. If the costume is shipped out of state (to Las Vegas for example) California sales tax of 8.75% will not apply. If the costume is delivered or picked up in California, sales tax of 8.75% will apply. Thank you for the opportunity to bid on the "Green Reaper".

Subtotal

Sales Tax (8.75%)

(b)(4)

Total

(b)(4)



BID INVOICE/CLIENT: **9802-A** (b)(6)
National Security Technologies, LLC (NSTec)
(b)(6)

DATE/ DATE DUE: **July 20, 2012/ September 15, 2012**

DESCRIPTION: **1 "Green Reaper" Costume (Full L200/Scott Body, Fleece, Gloves, Vision, Logo on chest or back tbd) Green Ghost Feet**

TOTAL: (b)(4)

(b)(4)

SHIPPING: ****Price does not include shipping (Via ESTES Freight) Price TBD Based on Weight and Location**
****Local Delivery Free**

PAYMENT OPTIONS: **PLEASE MAKE PAYMENTS BY CHECK TO:**

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